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Nalco Docket No. 7773

Customer No. 49459

In the United States Patent and Trademark Office

Applicants: Michael R. St. John et al.) Examiner: Dennis R. Cordray
Serial No.: 10/764,935) Group Art Unit: 1791
Date Filed: January 26, 2004)

For: METHOD OF USING ALDEHYDE-FUNCTIONALIZED POLYMERS TO ENHANCE
PAPER MACHINE DEWATERING

DECLARATION OF LAURA C. COPELAND UNDER 37 C.F.R. § 1.132

Commissioner for Patents
P. O. Box 1450
Alexandria, VA 22313-1450

Dear Sir:

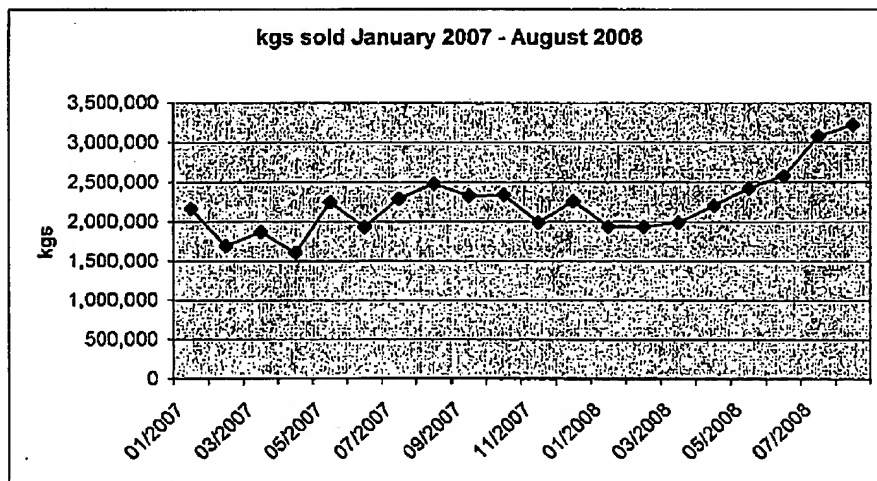
I, Laura C. Copeland, declare as follows:

1. I attended and graduated from the University of Iowa, receiving a B.S. degree in Chemical Engineering in 1998 and Northwestern University, receiving an M.B.A. in 2006. I am currently employed by Nalco Company as the Program Manager of Board & Packaging Grades in its Pulp and Paper Division. My employment with Nalco Company began in October 2000. I am responsible for new technology development and commercialization for Board & Packaging Grades. Prior to my employment with Nalco, I was employed at International Paper. I have a total of 10 years experience in the papermaking industry.
2. I have read and understood the above-captioned patent application and the pending Office Action dated June 19, 2007.
3. The purpose of this Declaration is to illustrate the outstanding commercial success of products that are commensurate with the claims of the above-captioned patent application. These products represent a new category of press dewatering aid and are sold under the tradenames Metrix® and Velox™. A thorough chemical analysis of these products is presented in the Declaration of Dr. Michael R. St. John.
4. After debuting in 2004, these products are now sold globally.

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5. As evidenced by the outstanding sales data provided below, these products have been extremely well received by the paper industry, have satisfied an unmet need for enhanced press section dewatering, and have achieved exceptional commercial success. Due to the unique press dewatering properties of this technology, Nalco has been able to take and keep business from its competition in Board & Packaging Grades, where other chemistries were used for dry strength. Nalco has also been able to expand into new markets for press dewatering, namely Graphics Grades, with this technology.
6. Marketing efforts for this technology were similar to other technologies Nalco promotes. Nalco did not engage in additional or extraordinary marketing efforts to promote these products.
7. During the 2007 fiscal year, Nalco Company sold 25,180,334 kilograms of such products that generated \$13,700,237 in revenue.
8. During the 2008 fiscal year through August of 2008, Nalco Company sold 19,349,103 kilograms of such products that generated \$18,666,662 in revenue.
9. The chart below shows the increasing sales over time of such products.



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10. I further declare that all statements made herein of her own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements are made with the knowledge that willful false statements and the like are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code, and that such willful false statements and the like may jeopardize the validity of the present application or any patent issuing thereon.

Dated: 12/11/08Signed: 
Laura C. Copeland